

Export and Investment Promotion Planning System

MISSION: 637 SAO PAULO

COUNTRY: 047 BRAZIL

Projects or portion of projects which are still in the planning stage and for which Canadian companies might have reasonable prospects.

ii) Project Name: BRAZILIAN ARMY MODERNIZATION PLAN IFT-90

Approximate Value: \$ M

Financing Source:

For further info. please contact:

CONGEN SAO PAULO TLX: 38-1123230

iii) Project Name: NAVY'S SHIPBUILDING & SHIP MODERNIZATION PROGRAM (UPC, FRIGATES, CORVETTES)

Approximate Value: \$ M

Financing Source: 028 TO/DETER

For further info. please contact:

CONGEN, SAO PAULO TLX: 38-1123230

The Trade Office reports that the following factors influence Canadian export performance in this market for this sector (sub-sector).

- exports of certain products or services to this country are subject to Canadian export controls
- the degree of import duty protection of local industry tends to be moderate
- approval of technical standards can present problems in the case of some imported products

In the Trade Office's opinion, Canadian export performance in this sector (sub-sector) in this market is lower than optimum mainly because of:

- a lack of interest in the market on the part of Canadian exporters
- market prospect which are relatively new and have not yet been explored adequately by Canadian exporters

Some Canadian exporters to this market in this sector (sub-sector) have enjoyed success previously as a result of a variety of factors which the trade office reports to include:

- support provided by the PEMD program
- participation in trade missions
- Canada's position as one of the few major sources of international supply
- strong sectoral capability in Canada

In support of Canadian exports in this sector (sub-sector) the Trade Office is currently engaged in activities which include:

Activity: MONITOR PROGRESS OF BRAZILIAN ANTARCTIC PROGRAMMES & INTRODUCE, ON INDIVIDUAL BASIS, SELECTED CANADIAN SUPPLIERS TO LOCAL AGENTS AND PROGRAM AUTHORITIES.

Results Expected: SALE OF ENGINEERING AND DESIGN SERVICES.